

Louisville Regional Airport Authority
Rental Car Concessions
Market Share
Fiscal Year 2018

| | <u>Alamo</u> | <u>Avis</u> | <u>Budget/Payless</u> | <u>Dollar/Thrifty</u> | <u>Enterprise</u> | <u>Hertz</u> | <u>National</u> | <u>Total</u> | <u>Prior Year</u> |
|--------------|---------------|---------------|-----------------------|-----------------------|-------------------|-----------------|-----------------|-----------------|-------------------|
| July-17 | 704,974.51 | 795,275.74 | 888,995.93 | 636,271.78 | 1,091,711.14 | 1,205,714.14 | 962,969.96 | 6,285,913.20 | 6,036,582.19 |
| % of Total | 11.22 | 12.65 | 14.14 | 10.12 | 17.37 | 19.18 | 15.32 | 100.00 | |
| August-17 | | | | | | | | - | 5,331,823.24 |
| % of Total | - | - | - | - | - | - | - | - | - |
| September-17 | | | | | | | | - | 5,199,406.10 |
| % of Total | - | - | - | - | - | - | - | - | - |
| October-17 | | | | | | | | - | 5,637,622.80 |
| % of Total | - | - | - | - | - | - | - | - | - |
| November-17 | | | | | | | | - | 4,646,332.72 |
| % of Total | - | - | - | - | - | - | - | - | - |
| December-17 | | | | | | | | - | 4,263,663.83 |
| % of Total | - | - | - | - | - | - | - | - | - |
| January-18 | | | | | | | | - | 3,599,971.25 |
| % of Total | - | - | - | - | - | - | - | - | - |
| February-18 | | | | | | | | - | 3,585,186.35 |
| % of Total | - | - | - | - | - | - | - | - | - |
| March-18 | | | | | | | | - | 4,754,310.59 |
| % of Total | - | - | - | - | - | - | - | - | - |
| April-18 | | | | | | | | - | 5,096,076.95 |
| % of Total | - | - | - | - | - | - | - | - | - |
| May-18 | | | | | | | | - | 5,574,274.72 |
| % of Total | - | - | - | - | - | - | - | - | - |
| June-18 | | | | | | | | - | 5,728,803.95 |
| % of Total | - | - | - | - | - | - | - | - | - |
| YTD (\$) | \$ 704,974.51 | \$ 795,275.74 | \$ 888,995.93 | \$ 636,271.78 | \$ 1,091,711.14 | \$ 1,205,714.14 | \$ 962,969.96 | \$ 6,285,913.20 | \$ 59,454,054.69 |
| % of Total | 11.22 | 12.65 | 14.14 | 10.12 | 17.37 | 19.18 | 15.32 | 100.00 | |

Louisville Regional Airport Authority
Rental Car Concessions
Transaction Count
Fiscal Year 2018

| | <u>Alamo</u> | <u>Avis</u> | <u>Budget/Payless</u> | <u>Dollar/Thrifty</u> | <u>Enterprise</u> | <u>Hertz</u> | <u>National</u> | <u>Total</u> | <u>Prior Year</u> |
|--------------|--------------|-------------|-----------------------|-----------------------|-------------------|--------------|-----------------|--------------|-------------------|
| July-17 | 2,720 | 3,383 | 3,517 | 2,868 | 4,282 | 5,400 | 5,034 | 27,204 | 28,658 |
| % of Total | 10.00 | 12.44 | 12.93 | 10.54 | 15.74 | 19.85 | 18.50 | 100.00 | |
| August-17 | | | | | | | | - | 27,387 |
| % of Total | - | - | - | - | - | - | - | - | |
| September-17 | | | | | | | | - | 27,236 |
| % of Total | - | - | - | - | - | - | - | - | |
| October-17 | | | | | | | | - | 30,187 |
| % of Total | - | - | - | - | - | - | - | - | |
| November-17 | | | | | | | | - | 25,540 |
| % of Total | - | - | - | - | - | - | - | - | |
| December-17 | | | | | | | | - | 22,533 |
| % of Total | - | - | - | - | - | - | - | - | |
| January-18 | | | | | | | | - | 20,516 |
| % of Total | - | - | - | - | - | - | - | - | |
| February-18 | | | | | | | | - | 21,620 |
| % of Total | - | - | - | - | - | - | - | - | |
| March-18 | | | | | | | | - | 26,373 |
| % of Total | - | - | - | - | - | - | - | - | |
| April-18 | | | | | | | | - | 26,357 |
| % of Total | - | - | - | - | - | - | - | - | |
| May-18 | | | | | | | | - | 28,803 |
| % of Total | - | - | - | - | - | - | - | - | |
| June-18 | | | | | | | | - | 27,333 |
| % of Total | - | - | - | - | - | - | - | - | |
| YTD | 2,720 | 3,383 | 3,517 | 2,868 | 4,282 | 5,400 | 5,034 | 27,204 | 312,543 |
| % of Total | 10.00 | 12.44 | 12.93 | 10.54 | 15.74 | 19.85 | 18.50 | 100.00 | |

Louisville Regional Airport Authority
Rental Car Concessions
Revenue per Transaction
Fiscal Year 2018

| | <u>Alamo</u> | <u>Avis</u> | <u>Budget/Payless</u> | <u>Dollar/Thrifty</u> | <u>Enterprise</u> | <u>Hertz</u> | <u>National</u> | <u>Total</u> | <u>Prior Year</u> |
|--------------|--------------|-------------|-----------------------|-----------------------|-------------------|--------------|-----------------|--------------|-------------------|
| July-17 | 259.18 | 235.08 | 252.77 | 221.85 | 254.95 | 223.28 | 191.29 | 231.07 | 210.64 |
| August-17 | - | - | - | - | - | - | - | - | 194.68 |
| September-17 | - | - | - | - | - | - | - | - | 190.90 |
| October-17 | - | - | - | - | - | - | - | - | 186.76 |
| November-17 | - | - | - | - | - | - | - | - | 181.92 |
| December-17 | - | - | - | - | - | - | - | - | 189.22 |
| January-18 | - | - | - | - | - | - | - | - | 175.47 |
| February-18 | - | - | - | - | - | - | - | - | 165.83 |
| March-18 | - | - | - | - | - | - | - | - | 180.27 |
| April-18 | - | - | - | - | - | - | - | - | 193.35 |
| May-18 | - | - | - | - | - | - | - | - | 193.53 |
| June-18 | - | - | - | - | - | - | - | - | 209.59 |
| YTD | 259.18 | 235.08 | 252.77 | 221.85 | 254.95 | 223.28 | 191.29 | 231.07 | 190.23 |

Louisville Regional Airport Authority
Rental Car Concessions
Market Share Report
Fiscal Year 2018

| | Alamo | | | Avis | | | Budget/Payless | | | Dollar/Thrifty | | |
|-----------|-------------|-------------|-----------------|-------------|-------------|-----------------|----------------|-------------|-----------------|----------------|-------------|-----------------|
| | <u>2017</u> | <u>2018</u> | <u>% Change</u> | <u>2017</u> | <u>2018</u> | <u>% Change</u> | <u>2017</u> | <u>2018</u> | <u>% Change</u> | <u>2017</u> | <u>2018</u> | <u>% Change</u> |
| July | 546,962 | 704,975 | 28.89% | 893,009 | 795,276 | -10.94% | 884,947 | 888,996 | 0.46% | 724,147 | 636,272 | -12.13% |
| August | | - | 0.00% | | - | 0.00% | | - | 0.00% | | - | 0.00% |
| September | | - | 0.00% | | - | 0.00% | | - | 0.00% | | - | 0.00% |
| October | | - | 0.00% | | - | 0.00% | | - | 0.00% | | - | 0.00% |
| November | | - | 0.00% | | - | 0.00% | | - | 0.00% | | - | 0.00% |
| December | | - | 0.00% | | - | 0.00% | | - | 0.00% | | - | 0.00% |
| January | | - | 0.00% | | - | 0.00% | | - | 0.00% | | - | 0.00% |
| February | | - | 0.00% | | - | 0.00% | | - | 0.00% | | - | 0.00% |
| March | | - | 0.00% | | - | 0.00% | | - | 0.00% | | - | 0.00% |
| April | | - | 0.00% | | - | 0.00% | | - | 0.00% | | - | 0.00% |
| May | | - | 0.00% | | - | 0.00% | | - | 0.00% | | - | 0.00% |
| June | | - | 0.00% | | - | 0.00% | | - | 0.00% | | - | 0.00% |
| Totals | 546,962 | 704,975 | 28.89% | 893,009 | 795,276 | -10.94% | 884,947 | 888,996 | 0.46% | 724,147 | 636,272 | -12.13% |

| | Enterprise | | | Hertz | | | National | | | Totals | | |
|-----------|-------------|-------------|-----------------|-------------|-------------|-----------------|-------------|-------------|-----------------|-------------|-------------|-----------------|
| | <u>2017</u> | <u>2018</u> | <u>% Change</u> | <u>2017</u> | <u>2018</u> | <u>% Change</u> | <u>2017</u> | <u>2018</u> | <u>% Change</u> | <u>2017</u> | <u>2018</u> | <u>% Change</u> |
| July | 990,524 | 1,091,711 | 10.22% | 1,152,511 | 1,205,714 | 4.62% | 844,481 | 962,970 | 14.03% | 6,036,581 | 6,285,913 | 4.13% |
| August | | - | 0.00% | | - | 0.00% | | - | 0.00% | | - | 0.00% |
| September | | - | 0.00% | | - | 0.00% | | - | 0.00% | | - | 0.00% |
| October | | - | 0.00% | | - | 0.00% | | - | 0.00% | | - | 0.00% |
| November | | - | 0.00% | | - | 0.00% | | - | 0.00% | | - | 0.00% |
| December | | - | 0.00% | | - | 0.00% | | - | 0.00% | | - | 0.00% |
| January | | - | 0.00% | | - | 0.00% | | - | 0.00% | | - | 0.00% |
| February | | - | 0.00% | | - | 0.00% | | - | 0.00% | | - | 0.00% |
| March | | - | 0.00% | | - | 0.00% | | - | 0.00% | | - | 0.00% |
| April | | - | 0.00% | | - | 0.00% | | - | 0.00% | | - | 0.00% |
| May | | - | 0.00% | | - | 0.00% | | - | 0.00% | | - | 0.00% |
| June | | - | 0.00% | | - | 0.00% | | - | 0.00% | | - | 0.00% |
| Totals | 990,524 | 1,091,711 | 10.22% | 1,152,511 | 1,205,714 | 4.62% | 844,481 | 962,970 | 14.03% | 6,036,581 | 6,285,913 | 4.13% |

Louisville Regional Airport Authority
Rental Car Concessions
Deplanements & Market Share
Fiscal Year 2018

| | Deplanements | | | Market Share | |
|---------------|----------------|----------------|--------------|----------------|----------------|
| | 2017 | 2018 | | | |
| July | 152,136 | 162,376 | 6.73% | Alamo | 11.22% |
| August | | | 0.00% | Avis | 12.65% |
| September | | | 0.00% | Budget/Payless | 14.14% |
| October | | | 0.00% | Dollar/Thrifty | 10.12% |
| November | | | 0.00% | Enterprise | 17.37% |
| December | | | 0.00% | Hertz | 19.18% |
| January | | | 0.00% | National | 15.32% |
| February | | | 0.00% | | |
| March | | | 0.00% | Totals | 100.00% |
| April | | | 0.00% | | |
| May | | | 0.00% | | |
| June | | | 0.00% | | |
| Totals | 152,136 | 162,376 | 6.73% | | |

